

LAND BANKING REPORT

DATE

1-25-13

January 2013

HB

Background:

HB 223 (77-2-361 through 367, MCA) passed the Legislature in 2003 with bipartisan support, including unanimous support from the Land Board. HB 223 enacted a Land Banking program whereby the proceeds of trust land sales would be placed in a special land banking account which could only be used to acquire other real property interests (land, easements, or improvements. In 2009 the Legislature passed HB 402, removing the sunset and capping the number of acres that could be sold through Land Banking at 250,000.

Statute requirements:

- Limits sale of land to 250,000 acres
 - 75% of the 250,000 acres must be isolated land
 - Limits sales to 20,000 acres until replacement properties were purchased
- Replacement land must generate as much or more revenue than the land sold
- The Department is required to provide a report to the Environmental Quality Council prior to each regular legislative session, which describes the results of the Land Banking program in detail.

Goals of the program:

- Increase public access to state trust land
 - 166,696 acres have been nominated for sale
 - 60,302 acres have been sold, 83.5% were isolated
 - 64,222 acres have been purchased, all are legally accessible with recreational opportunities
- Improve the investment portfolio of the beneficiaries by diversifying land holdings
 - lands sold generated \$153,116 annually
 - lands acquired will generate \$406,051 annually
 - lands sold are predominately isolated grazing lands (81%) and the lands acquired include agricultural, grazing and timbered lands
- Enhance management and stewardship activities with land consolidation
 - lands acquired are contiguous and in most cases consolidate existing state ownership

Milestones:

- A Negotiated Rulemaking process was approved by the Board of Land Commissioners in June 2004, and the Committee was initiated in October 2004.
- Administrative Rules (ARM 36.25.801 through 817) were given final approval by the Board of Land Commissioners in September 2005. Rules have been amended to reflect 2007 statutory changes.
- **591** parcels containing **166,696** acres have been nominated for sale since program inception. Processed and sold **60,302** acres of land consisting of **278** parcels. **50,380** acres were isolated (83.5%), while **9,921** acres were legally accessible (16.5%).
- Agency is currently processing **4,752** acres of land for sale; **1,298** isolated (27%); **3,454** legally accessible (73%).
- **64,222** legally accessible acres in **13** acquisitions have been purchased.
- Income generated annually from parcels purchased (\$406,015), has increased trust revenues 165% over income generated from parcels sold (\$153,116).

LAND BANKING SALES CLOSED

Land Banking Rules require a rigorous examination of trust land prior to sale, including evaluation using the Montana Environmental Policy Act (MEPA) process, appraisal, notification of lessees, beneficiaries, adjacent landowners, licensees, publication of legal notices, culminating in public auctions after which final Board approval is required.

Trust Land Sold via Land Banking 2006 – December 31, 2012

Sales by Trust

| ACRES | GRANT | SALES PRICE | ANNUAL INCOME | AVERAGE RATE of RETURN |
|--------|-------------------------|--------------|---------------|------------------------|
| 54,851 | Common Schools | \$29,818,372 | \$136,066 | .45% |
| 640 | MSU Morrill | \$614,400 | \$1,428 | .23% |
| 160 | MSU 2 ND | \$300,000 | \$690 | .23% |
| 2,476 | Public Building | \$964,985 | \$5,468 | .56% |
| 80 | School of Mines | \$20,000 | \$172 | .86% |
| 679 | State Industrial School | \$157,290 | \$1,014 | .64% |
| 288 | State Normal School | \$299,400 | \$5,161 | 1.72% |
| 1,128 | University of Montana | \$489,000 | \$3,116 | .64% |
| 60,302 | TOTALS | \$32,663,447 | \$153,116 | .47% |

Sales by County

| ACRES | COUNTY | SALES PRICE | ANNUAL INCOME |
|--------|---------------|--------------|---------------|
| 1,000 | Beaverhead | \$564,000 | \$1,532 |
| 1,280 | Blaine | \$324,450 | \$2,639 |
| 181 | Broadwater | \$181,000 | \$236 |
| 935 | Carbon | \$1,598,250 | \$1,034 |
| 65 | Carter | \$14,715 | \$89 |
| 165 | Cascade | \$132,000 | \$151 |
| 2,907 | Chouteau | \$644,246 | \$4,222 |
| 9,648 | Custer | \$1,496,800 | \$11,460 |
| 6,092 | Daniels | \$2,026,200 | \$51,924 |
| 640 | Dawson | \$96,000 | \$182 |
| 320 | Deer Lodge | \$272,000 | \$1,843 |
| 320 | Fallon | \$92,800 | \$358 |
| 160 | Fergus | \$63,000 | \$192 |
| 665 | Flathead | \$9,300,000 | \$9,819 |
| 8 | Gallatin | \$240,000 | \$4,300 |
| 13,143 | Garfield | \$1,967,300 | \$15,929 |
| 648 | Golden Valley | \$307,000 | \$2,406 |
| 684 | Hill | \$342,100 | \$2,310 |
| 2,213 | Lewis & Clark | \$1,959,000 | \$2,626 |
| 1,065 | Liberty | \$246,473 | \$1,533 |
| 479 | Madison | \$886,298 | \$601 |
| 840 | Meagher | \$1,160,000 | \$7,080 |
| 920 | Missoula | \$1,224,000 | \$4,207 |
| 426 | Pondera | \$108,200 | \$959 |
| 1,517 | Powell | \$2,219,000 | \$4,285 |
| 4,472 | Rosebud | \$667,500 | \$4,276 |
| 480 | Sweet Grass | \$1,506,000 | \$2,340 |
| 880 | Teton | \$615,000 | \$2,622 |
| 2,829 | Toole | \$577,425 | \$4,776 |
| 1,600 | Treasure | \$368,000 | \$2,039 |
| 12 | Valley | \$12,000 | \$8 |
| 1,626 | Wheatland | \$668,790 | \$2,545 |
| 2,080 | Yellowstone | \$783,900 | \$2,594 |
| 60,302 | TOTAL | \$32,663,447 | \$153,116 |

Average Sale Price per acre for Sold Parcels = \$542

Average Income per acre for Sold Parcels = \$2.54

LAND BANKING ACQUISITIONS

Criteria for tracts acquired:

- Increasing rate of return compared with the land sold.
- Improving access and consolidating land holdings.
- Maintaining a similar land base consistent with the state's fiduciary duty.
- Considering equalization of land base through sales and acquisitions by geographic area.

The following table summarizes replacement property acquired with Land Banking proceeds.

Note that while **60,302** acres were sold generating **\$32,663,447** in sales revenue, the state has acquired **64,222** acres while spending **\$29,790,283**. Additionally, the replacement acreage is all publicly accessible, while producing more than twice the rate of return to the beneficiaries.

| Tracts Acquired Through Land Banking 2006 – December 31, 2012 | | | | | | | |
|---|-------------------|----------------------------|---------------------|---------------------|-------------------------------------|----------------------------|---------------|
| Tract Name | County | Acres | Purchase Price | Appraised Value | 2012 Net Income | 2012 Income Rate of Return | Purchase Date |
| Eustance Ranch (Ulm Pishkin) | Cascade | 897.2 Grazing/Ag | \$718,256 | \$969,600 | \$18,148 | 2.5% | October-06 |
| Capdeville Ranch | Valley | 530 Ag | \$618,000 | \$619,000 | \$12,922 | 2.1% | December-06 |
| North Lincoln | Lewis and Clark | 1041 Graz/Timber | \$1,131,636 | \$1,480,000 | \$901 | 0.08%* | December-06 |
| Ovando Mtn. | Powell | 1,439 Graz/Timber | \$540,735 | \$975,000 | \$7,820 | 1.4% | December-06 |
| Wolf Creek Ranch | Fergus | 1,842.55 Grazing/Ag | \$1,290,000 | \$1,290,000 | \$27,188 | 2.11% | January-07 |
| Tongue River Ranch | Custer | 18,544.18 Grazing/Ag | \$4,800,000 | \$4,800,000 | \$76,845 | 1.6% | April-07 |
| Tupper Lake | Powell | 1,777.67 Timber/Grazing | \$1,271,000 | \$1,271,000 | \$344 | 0.03%* | July-08 |
| DeBruycker Farm | Teton | 5,211.98 Ag/Grazing | \$4,980,000 | \$4,980,000 | \$113,301 | 2.28% | December-08 |
| Valentine Water Project | Fergus | 304 Grazing | \$150,000 | \$150,000 | \$1,414 | 0.94% | January-09 |
| Chamberlain Creek | Missoula | 1,171.9 Graz/Timber | \$1,336,000 | \$1,336,000 | \$10,871 For the entire property | .81% | July-10 |
| Chamberlain Creek with CE | Missoula & Powell | 13,410.6 Timber | \$4,600,000 | \$4,600,000 | | | |
| North Swan (Phase 1) | Lake | 1,914 Timber | \$1,435,830 | \$1,435,830 | \$0 | 0.0%** | December-10 |
| North Swan (Phase 2) | Lake | 14,624 Timber | \$5,849,600 | \$5,849,600 | \$105,293 | 1.8%*** | December-12 |
| Milk River Ranch | Hill | 1,513.5 Ag/Grazing | \$1,069,226 | \$1,069,226 | \$30,969 | 2.9%*** | December-12 |
| TOTALS | | 64,222 | \$29,790,283 | \$30,825,256 | \$406,015 | | |

Average Cost per acre for Acquisitions = \$464

Average Income per acre for Acquisitions = \$6.30

* Rate of Return only reflects secondary income from grazing, timber will be harvested from the property during the next 60 years.

** No timber harvests have occurred to generate income. The projected range of Rate of Return for timberland over a 60 year period is 0.96 to 2.13%.

*** Property purchased in December 2012. 2012 Net Income based on income projections calculated for Land Banking Acquisition agenda items presented to the Land Board.

Eustance Ranch

Cascade County

Grazing/Ag Acres

897.2



Capdeville Ranch

Valley County

Ag Acres

530



North Lincoln

Lewis and Clark County

Graz/Timber Acres

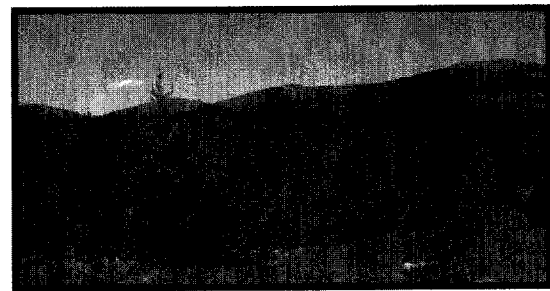
1,041

Ovando Mtn.

Powell County

Graz/Timber Acres

1,439



Wolf Creek Ranch

Fergus County

Grazing/Ag Acres

1,842.55



Tongue River Ranch

Custer County

Grazing/Ag Acres

18,544.18



Tupper Lake

Powell County
Graz/Timber Acres

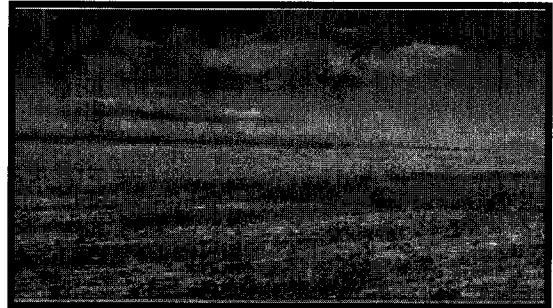
1,777.67



DeBruycker Farm

Teton County
Grazing/Ag Acres

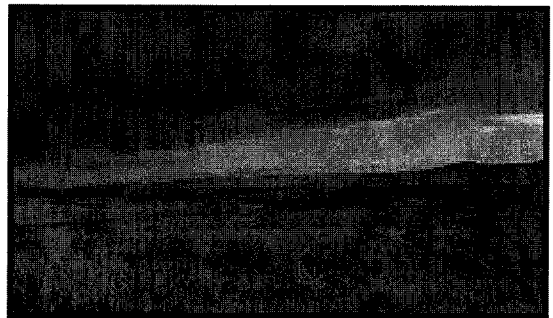
5,211.98



Valentine Water Project

Fergus County
Grazing Acres

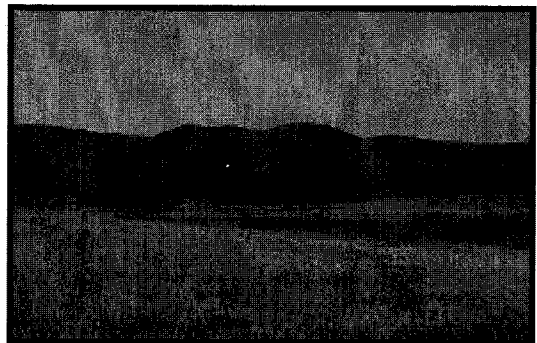
304



Chamberlain Creek

Missoula & Powell Counties
Graz/Timber Acres

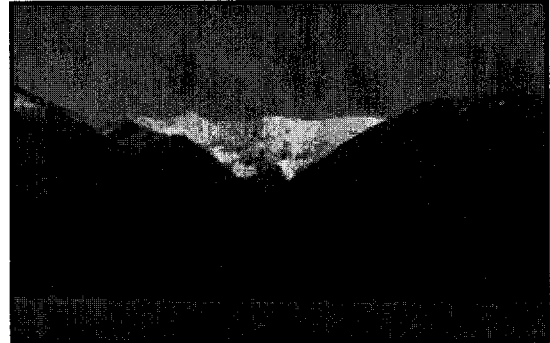
14,582



North Swan (Phase 1 & 2)

Lake County

Timber Acres 16,538



Milk River Ranch

Hill County

Grazing/Ag Acres 1,514

